



THE HEMOPHILIA ALLIANCE

Great Lakes Region Alliance Update

October 10th 2014

Joe Pugliese
President

40 years and going strong



What is the Hemophilia Alliance

- 🔴 Member Organization 95 HTC's
 - 🔴 13 member Board
- 🔴 Group Purchasing Organization

Alliance/Apexus Contracting Update

- 🔴 YTD savings contract portfolio \$14,600,000 est.
- 🔴 New Alliance Contracts Biogen Idec, Grifols
- 🔴 Newly improved Apexus contract Novo 8mg

- 🔴 How do you access these contracts ?
 - ❖ Register on the Apexus website
 - ❖ Sign an Alliance participation agreement

Alliance/Apexus Contracting Update

- 🔴 What about the GPO exclusion?
 - ❖ The GPO exclusion does not apply to accounts purchasing under the HM designation
- 🔴 What does HM stand for ?
 - ❖ Comprehensive Hemophilia Treatment Center
- 🔴 If you are purchasing as a DSH/Ped account
 - ❖ You may not utilize Alliance Contracts

Alliance Contracting Update 2015

- 🔥 We will not be contracting collaboratively with Apexus?
 - ❖ Apexus serves 26,000 CE entities
 - ❖ We serve 95
 - ❖ We feel over time we will do a better job of supporting HTC's without trying to manage three way relationships
- 🔥 We will be seeking our own contracts with all manufacturers

Communication

- Do you get the newsletter?
- Do you find it informative?
- Would you like to participate in Alliance webinars?

What is the most critical issue at your HTC

- Being in network with private payers
- Accessing program income
- Medicaid access , reimbursement

What else is Hemophilia Alliance?

- Reinvest in the Community (\$3.5 mm since 09)
 - Hemophilia Handbook Cincinnati Childrens
- Advocacy Washington Days April 26-28th
- Payer Support
 - Slide Deck
 - Comprehensive Care Sustainability Collaborative

Letters of Support

- 🔴 Baxter
- 🔴 CSL Behring
- 🔴 National Hemophilia Foundation
- 🔴 Octapharma
- 🔴 Pfizer

Washington Day April 26-28

🔴 Will you be there ?



We Work For You

THANKS



THE HEMOPHILIA
ALLIANCE